

Host Hotels & Resorts (HST)

\$17.14 (As of 06/18/21)

Price Target (6-12 Months): **\$18.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 11/13/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:F

Value: F

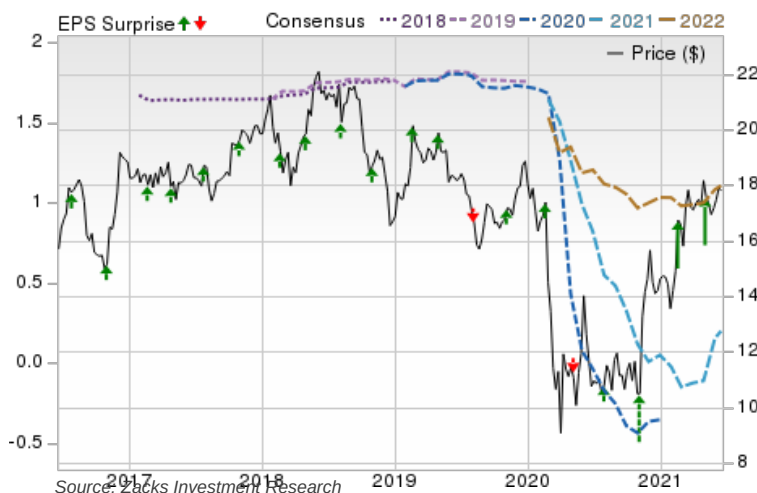
Growth: F

Momentum: C

Summary

Shares of Host Hotels have outperformed its industry in the past six months. Also, the estimate revision trend of 2021 funds from operations (FFO) per share indicates a favorable outlook for the company. Notably, the lodging industry is resuming operations on a considerable basis, and will likely benefit from the relaxation of regulations, acceleration in vaccine distribution, favorable holiday travel trends and improving supply-demand fundamentals. To capture additional revenues, Host Hotels is renovating its properties, executing buyouts and redefining the operating model. This will help it elevate EBITDA growth and gain market share. However, amid constrained business transient demand and delayed return to offices, recovery in core business transient is likely to be bleak. Also, group room cancellation remains above the pre-pandemic levels.

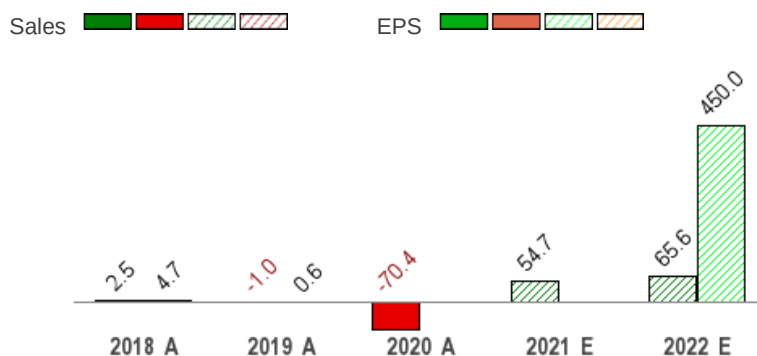
Price, Consensus & Surprise



Data Overview

52-Week High-Low	\$18.52 - \$10.04
20-Day Average Volume (Shares)	8,021,063
Market Cap	\$12.1 B
Year-To-Date Price Change	17.2%
Beta	1.40
Dividend / Dividend Yield	\$0.00 / 0.0%
Industry	REIT and Equity Trust - Other
Zacks Industry Rank	Bottom 17% (210 out of 252)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	106.7%
Last Sales Surprise	27.5%
EPS F1 Estimate 4-Week Change	105.2%
Expected Report Date	07/29/2021
Earnings ESP	400.0%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2022	908 E	1,033 E	1,000 E	1,088 E	4,149 E
2021	399 A	573 E	689 E	796 E	2,506 E
2020	1,052 A	103 A	198 A	267 A	1,620 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	\$0.18 E	\$0.35 E	\$0.26 E	\$0.33 E	\$1.10 E
2021	\$0.01 A	\$0.00 E	\$0.07 E	\$0.15 E	\$0.20 E
2020	\$0.23 A	-\$0.26 A	-\$0.11 A	-\$0.02 A	-\$0.17 A

*Quarterly figures may not add up to annual.

P/E TTM	NA
P/E F1	85.7
PEG F1	17.1
P/S TTM	12.5

The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 06/18/2021. The report's text and the

analyst-provided price target are as of 06/21/2021.

Overview

Bethesda, MD-based Host Hotels & Resorts Inc., one of the leading lodging real estate investment trusts (REITs), engages in the ownership, acquisition, and redevelopment of luxury and upper-upscale hotels in the United States and abroad. It is an S&P 500 Index company.

In operating its properties that are positioned mainly in growing markets in the United States and globally, the company teams up with premium brands such as Marriott, Westin, Ritz-Carlton, Hyatt and Hilton. Moreover, in certain select submarkets, the company has several unbranded or soft-branded properties to lure distinctive customer profiles.

Its customers are classified in three groups — transient business, group business and contract business. Transient category indicates individual business and leisure travelers. Group category refers to clusters of guestrooms that are booked together, often with a minimum of 10 rooms. The contract category represents blocks of rooms that are sold to a specific company at notable discounted rates for an extended period.

As of May 4, 2021, Host Hotels enjoyed the ownership of 77 U.S. and five international properties in Brazil and Canada, aggregating around 47,200 rooms.

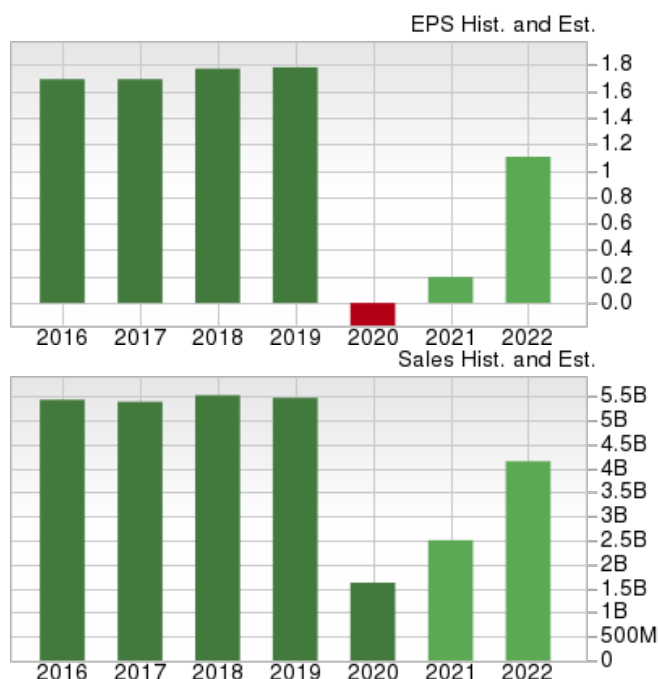
Host Hotels primarily focuses on the following asset categories — resorts, convention destination hotels and high-end urban hotels.

The resorts are in locations with strong airlift and limited supply growth. Operated by premier operators, such properties offer superior amenities.

Convention destination hotels are located in urban and resort markets. These properties are group-oriented and have high-quality meeting facilities. Often, these assets are associated with prominent convention centers.

Lastly, high-end urban hotels are positioned in key locations. Such assets have multiple demand drivers for both business and leisure travelers.

Note: All EPS numbers presented in this report represent funds from operations ("FFO") per share. FFO, a widely used metric to gauge the performance of REITs, is obtained after adding depreciation and amortization and other non-cash expenses to net income.



Reasons To Buy:

- ▲ Host Hotels' properties are positioned in markets with strong demand generators like central business districts of main cities, close to airports and in resort/conference destinations. In fact, the company has a strong Sunbelt exposure and presence in top 20 US markets. Furthermore, its value-enhancement initiatives are likely to aid long-term growth in its revenue per available room (RevPAR). Moreover, Host Hotels' large property sizes will enable its hotels to capture the budding demand, while addressing social distancing needs. In fact, the company is witnessing a recovery in leisure demand in markets like Miami, Phoenix and Hawaii, and in Sunbelt regions. This is expected to continue improving.
- ▲ With the relaxation of regulations related to the pandemic and acceleration in vaccine distribution, hotels reopening and favorable holiday travel trends have enabled Host Hotels to resume operations on a considerable basis. Particularly, as of May 19, the company had 81 of the 82 hotels open. This enables the hotel REIT to witness gradual improvement in occupancy and RevPAR. Also, in first-quarter 2021, the company achieved hotel-level profitability for the first time since the onset of the pandemic. Going forward, it expects RevPAR to continue increasing sequentially throughout the ongoing year, backed by occupancy gains. Such green shoots of recovery are encouraging and will position the company for growth through the vaccine-driven lodging rebound.
- ▲ Host Hotels undertakes strategic capital allocations to improve its portfolio quality and strengthen its position in the United States, where it has a greater scale and competitive advantage. The company has made significant acquisition of high-quality properties over the past years, which have scope for long-term growth. It is broadening its acquisition focus to include urban markets beyond the top 25 ones in search for higher portfolio EBITDA and revenues. In fact, through April, Host Hotels has completed the acquisitions of the Hyatt Regency Austin, Four Seasons Resort Orlando at Walt Disney World Resort and around 300 acres of land adjacent to its Hyatt Regency in Maui for approximately \$800 million. The buyouts are aimed to elevate the EBITDA growth profile of the company's portfolio.
- ▲ Furthermore, it has been following a capital-recycling program that entails non-strategic dispositions of assets that have lower growth potential or properties with significant capital expenditure requirements. With these proceeds, Host Hotels has flexibility to add premium properties to its portfolio and invest in existing assets. Notably, the company's efforts to accelerate certain capital projects amid the current low-occupancy environment will minimize future disruption. Moreover, it has prioritized such projects in assets and markets that are anticipated to recover faster like leisure and drive-to destinations. Such investments in renovations will improve its portfolio quality and well-positions the renovated properties to capture additional revenues during the economic recovery.
- ▲ Host Hotels has a decent balance sheet and has been undertaking steps to preserve liquidity to withstand the current travel disruption. Following the buyouts executed in May, the company had \$1.5 billion of liquidity, including \$131 million of FF&E escrow reserves. It exited the first quarter with cash and cash equivalents of more than \$2 billion. Continued cost-containment and prudent expense-management efforts also helped to preserve liquidity. Such efforts include the reduction of hotel operating costs, redefining its operating model, and the suspension of dividend payments and stock repurchases. In February 2021, the company announced a second amendment to its credit agreement, extending financial covenant waivers through first-quarter 2022. This will help it preserve liquidity amid the COVID-19 outbreak-led setbacks. Additionally, with weighted average debt maturity of 4.7 years and no material debt maturities until 2023, Host Hotels has ample financial flexibility for deploying capital for long-term growth opportunities and at the same time, carrying out redevelopment initiatives.
- ▲ Shares of Host Hotels have outperformed its industry over the past six months. The company's shares have appreciated 25.8% in the past six months compared with the industry's rise of 17.5%. Also, the trend in estimate revisions for 2021 FFO per share indicates a favorable outlook for the company as it rose significantly to 20 cents from 10 cents over the past month. Therefore, given the above-mentioned positives and upward estimate revisions, the stock has decent upside potential in the near term.

With a solid portfolio of upscale hotels across lucrative markets, Host Hotels will likely witness RevPAR growth. Also, strategic capital-recycling program and a strong balance sheet augur well.

Reasons To Sell:

- ▼ The state mandates and restrictions and low hotel occupancy levels due to weakening travel demand resulted in widespread hotel closures for Host Hotels at the onset of the pandemic. While situations have now improved, as of May 4, operations remained suspended at three of the company's hotels. Moreover, delays or cancellation of conventions, and conferences and other large public gatherings, which are typically demand drivers at its hotels, have continued to result in significant year-over-year declines in revenues and total RevPAR. While Host Hotels' RevPAR is sequentially improving, backed by hotels reopening, it remains significantly below 2019 levels as the pandemic continues to limit demand. Group room booking pace also remain slow. The company expects the rebound in RevPAR to the pre-pandemic levels to lag the recovery of the broader U.S. economy. Also, recovery in the demand for core business transient is likely to be choppy in the ongoing year due to delayed return to offices.
- ▼ Solid dividend payouts remain the biggest attraction for REIT investors and Host Hotels remained committed to that. However, as a result of pandemic-led reduction in its operating flexibility, the company made a reduction of dividend from 25 cents per share to 20 cents per share for first-quarter 2020 and suspended dividends thereafter. Moreover, per the terms of the credit facility amendments, it cannot pay a quarterly common cash dividend of more than a cent per share, unless needed to allow Host Inc. to maintain its REIT status.
- ▼ Majority of Host Hotels' properties are concentrated in the luxury and upper-upscale segments, which remain challenged due to the sharp decline in air travel, and the slower recovery of corporate and group demand. Particularly, during economic downturn, these segments bear the brunt as unfavorable macroeconomic conditions compel customers to reduce discretionary spending and choose lower-priced brands over the company's premium ones. Also, the hotel industry is cyclical in nature and heavily dependent on the overall health of economies in which it operates. Therefore, amid the ongoing health crisis-induced economic slowdown, though the company's revenues are immediately affected, many of the expense categories associated with owning and operating hotels, such as debt-service payments, property taxes, insurance, utilities and employee wages and benefits, remain relatively inflexible.
- ▼ Moreover, the spike in online short-term rentals, including as a flexible option for apartment buildings, has elevated supply in the lodging industry and has increased competition in certain markets.
- ▼ Host Hotels is making efforts to enhance its portfolio quality through dispositions of non-strategic properties. For 2019 and 2020, sales aggregated \$1.28 million and \$216 million, respectively. Moreover, by capitalizing on opportunistic sales, the company is enhancing its liquidity and reducing near-term capital spending needs. While the proceeds offer Host Hotels the flexibility to add properties to its portfolio or invest in existing assets, the near-term dilutive impact from asset dispositions cannot be bypassed.

Constrained business transient and group travel demand amid the pandemic is a deterrent. Also, cyclical nature of the hotel industry and exposure to luxury and upper-upscale segments add to its woes.

Last Earnings Report

Host Hotels Q1 FFO Beats Estimates, RevPAR Down Y/Y

Host Hotels came out with better-than-expected first-quarter results in terms of adjusted FFO per share and revenues. The hotel REIT reported first-quarter 2021 adjusted FFO per share of a cent. The Zacks Consensus Estimate for the same was negative 15 cents. It generated total revenues of \$399 million, which surpassed the Zacks Consensus Estimate of \$313 million.

However, the company's adjusted FFO per share declined 95.7% from 23 cents reported in the prior-year quarter. The top line also declined 62.1% year over year.

While the company achieved hotel-level profitability for the first time since the onset of the pandemic, RevPAR continued to witness a significant year-over-year decline.

Per management, "as vaccine deployment accelerated and lockdowns eased across the nation, our portfolio continued to gather revenue momentum through February and inflected sharply upward in March, with Spring break travel driving high-rated leisure demand to our luxury resorts in the Sunbelt and other key leisure destinations."

The company also announced the acquisition of a fee-simple interest in the 444-room Four Seasons Resort Orlando at Walt Disney World Resort for around \$610 million in cash.

Behind the Headlines

In the first quarter, all owned-hotel pro-forma RevPAR (on a constant-dollar basis) fell 58.4% year over year to \$61.43. All owned-hotel pro-forma EBITDA was \$21 million for the first quarter.

As of the first-quarter end, room revenues from the transient business were \$205 million, indicating a plunge of 55.3% as compared with revenues in the same period in 2019. Room revenues from group and contract businesses declined 87% and 62.1% from first-quarter 2019 to \$41 million and \$13 million, respectively.

Moreover, room nights for its transient, group and contract business declined 56.4%, 79.2% and 43%, respectively, from the same period in 2019. Notably, the company's transient, group and contract businesses accounted for roughly 61%, 35% and 4%, respectively, of its 2019 room sales.

Balance Sheet Position

Host Hotels exited the first quarter with liquidity of \$2.1 billion, including cash and cash equivalents of more than \$2 billion, and FF&E escrow reserves of \$131 million. As of the same date, the company's debt balance amounted to \$5.5 billion. It has no maturities until 2023.

Capital Expenditure

In first-quarter 2021, the company incurred around \$93 million of capital expenditure. Of this, \$61 million was return on investment capital projects spend, and \$32 million was renewal and replacement project expenditure.

Remarkably, for 2021, it expects a capital expenditure of \$375-\$475 million.

Quarter Ending 03/2021

Report Date	May 04, 2021
Sales Surprise	27.49%
EPS Surprise	106.67%
Quarterly EPS	0.01
Annual EPS (TTM)	-0.38

Recent News

Host Hotels Purchases Four Seasons Resort for \$610M – May 4, 2021

Host Hotels announced the acquisition of a fee-simple interest in the 444-room Four Seasons Resort Orlando at Walt Disney World Resort for around \$610 million in cash.

The acquisition amount represents a 10% capitalization rate and a 16.8X EBITDA multiple based on 2019 results. Moreover, the property generated RevPAR of \$561 and total RevPAR of \$923 in 2019.

The acquisition is a strategic fit and management believes that the property “is well-positioned to benefit from significant demand as the pandemic subsides and the 18-month celebration of Walt Disney World’s 50th anniversary begins in October.”

The property is located in the Walt Disney World Resort, one of the most popular destination resorts in the world. The hotel is spread out on 289 acres and offers complimentary transport to four theme parks at Walt Disney World Resort. It is also the only AAA Five Diamond-rated hotel in Central Florida.

Valuation

Host Hotels’ shares have been up 51.9% over the trailing 12-month period. Stocks in the Zacks sub-industry have gained 22.1%, while the Zacks Finance sector has rallied 40.2% over the past year.

The S&P 500 Index has been up 35.7% in the past year.

The stock is currently trading at 3.69X forward 12-month sales, which compares with the 8.39X for the Zacks sub-industry, 8.56X for the Zacks sector and 4.63X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 5.24X and as low as 1.28X, with a 5-year median of 2.52X. Our neutral recommendation indicates that the stock will perform in line with the market. Our \$18 price target reflects 3.88X forward 12-month sales.

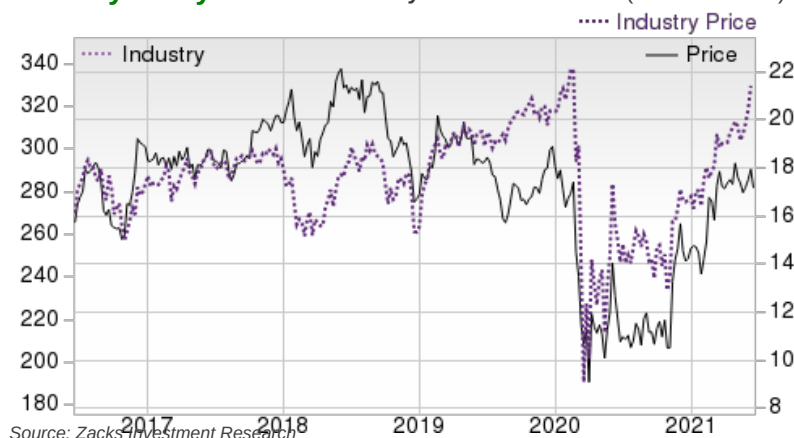
The table below shows summary valuation data for HST.

Valuation Multiples - HST					
		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	3.69	8.39	8.56	4.63
	5-Year High	5.24	8.44	8.56	4.74
	5-Year Low	1.28	5.47	5.08	3.21
	5-Year Median	2.52	6.41	6.21	3.72
P/B TTM	Current	1.97	2.70	3.26	6.93
	5-Year High	2.29	2.80	3.43	7.08
	5-Year Low	0.91	1.63	1.77	3.84
	5-Year Median	1.86	2.33	2.64	5.02

As of 06/18/2021

Source: Zacks Investment Research

Industry Analysis Zacks Industry Rank: Bottom 17% (210 out of 252)



Top Peers

Company (Ticker)	Rec	Rank
Ashford Hospitality Trust Inc (AHT)	Neutral	3
Chatham Lodging Trust REIT (CLDT)	Neutral	3
DiamondRock Hospitality Company (DRH)	Neutral	3
Pebblebrook Hotel Trust (PEB)	Neutral	3
Park Hotels & Resorts Inc. (PK)	Neutral	3
Ryman Hospitality Properties, Inc. (RHP)	Neutral	3
RLJ Lodging Trust (RLJ)	Neutral	3
Sunstone Hotel Investors, Inc. (SHO)	Neutral	3

The positions listed should not be deemed a recommendation to buy, hold or sell.

Industry Comparison Industry: Reit And Equity Trust - Other				Industry Peers		
	HST	X Industry	S&P 500	PEB	PK	RHP
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	F	-	-	F	F	F
Market Cap	12.10 B	2.99 B	29.25 B	3.07 B	4.88 B	4.50 B
# of Analysts	10	3.5	12	6	7	5
Dividend Yield	0.00%	2.83%	1.38%	0.17%	0.00%	0.00%
Value Score	F	-	-	F	F	F
Cash/Price	0.17	0.03	0.06	0.04	0.18	0.02
EV/EBITDA	-166.32	18.88	16.74	-106.73	-9.79	-75.50
PEG F1	17.40	3.13	2.04	NA	NA	NA
P/B	1.97	1.53	3.99	1.02	1.05	38.38
P/CF	NA	15.64	16.91	NA	NA	NA
P/E F1	87.00	19.12	20.66	NA	NA	NA
P/S TTM	12.52	7.45	3.31	11.94	11.68	15.23
Earnings Yield	1.17%	4.92%	4.76%	-3.04%	-4.12%	-1.01%
Debt/Equity	0.90	0.87	0.66	0.81	1.10	23.45
Cash Flow (\$/share)	-0.08	1.70	6.83	-0.74	-4.81	-3.54
Growth Score	F	-	-	F	F	F
Historical EPS Growth (3-5 Years)	-16.00%	0.82%	9.59%	-11.91%	-20.58%	-2.11%
Projected EPS Growth (F1/F0)	215.88%	6.24%	21.58%	51.14%	48.40%	69.52%
Current Cash Flow Growth	-103.68%	-2.35%	0.99%	-126.42%	-297.04%	-152.92%
Historical Cash Flow Growth (3-5 Years)	NA%	10.49%	7.28%	NA	NA	NA
Current Ratio	26.76	1.63	1.39	0.57	3.72	1.05
Debt/Capital	47.94%	46.73%	41.51%	44.63%	52.39%	96.04%
Net Margin	-91.11%	10.86%	11.95%	-215.31%	-225.36%	-160.81%
Return on Equity	-13.76%	2.60%	16.48%	-16.72%	-18.96%	-186.81%
Sales/Assets	0.08	0.11	0.51	0.04	0.04	0.08
Projected Sales Growth (F1/F0)	54.68%	5.87%	9.41%	36.45%	48.71%	39.90%
Momentum Score	C	-	-	A	A	F
Daily Price Change	-3.71%	-2.21%	-1.31%	-2.54%	-3.33%	-1.58%
1-Week Price Change	-4.30%	-4.25%	-1.91%	-3.67%	-4.18%	1.12%
4-Week Price Change	1.18%	2.38%	0.25%	7.39%	2.18%	16.09%
12-Week Price Change	-0.29%	5.37%	4.83%	-7.37%	-5.62%	3.54%
52-Week Price Change	46.87%	25.39%	34.50%	72.37%	92.72%	132.52%
20-Day Average Volume (Shares)	8,021,063	682,991	1,830,063	1,245,455	2,425,785	395,974
EPS F1 Estimate 1-Week Change	-0.51%	0.00%	0.00%	0.00%	2.12%	16.40%
EPS F1 Estimate 4-Week Change	105.21%	0.00%	0.01%	3.60%	3.35%	-10.13%
EPS F1 Estimate 12-Week Change	253.91%	0.37%	3.48%	15.25%	12.83%	-90.32%

Past performance is no guarantee of future results. Please see important disclosures and definitions at the end of this report.

EPS Q1 Estimate Monthly Change	118.18%	:	0.00%	0.00%	:	8.33%	3.80%	-35.68%
Source: Zacks Investment Research								

Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we maintain a balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

Value Score	F
Growth Score	F
Momentum Score	C
VGM Score	F

Disclosures

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Additional Disclosure

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Returns quoted represent past performance which is no guarantee of future results. Investment returns and principal value will fluctuate so that when shares are redeemed, they may be worth more or less than their original cost. Current performance may be higher or lower than the performance shown.

Investing involves risk; principal loss is possible. There is no guarantee that companies that can issue dividends will declare, continue to pay or increase dividends.

Glossary of Terms and Definitions

52-Week High-Low: The range of the highest and lowest prices at which a stock has traded during the past year. This range is determined based on the stock's daily closing price which may differ from the intra-day high or low. Many investors use it as a technical indicator to determine a stock's current value and future price movement. The idea here is that if price breaks out from the 52-week range, in either direction, the momentum may continue in the same direction.

20-Day Average Volume (Shares): The average number of shares of a company traded in a day over the last 20 days. It is a direct indication of a security's overall liquidity. The higher the average daily trading volume, the easier it is to enter or exit the stock at a desired price with more buyers and sellers being available.

Daily Price Change: This is the percentage difference between a trading day's closing price and the prior trading day's closing price. This item is updated at 9 p.m. EST each day.

1-Week Price Change: This is the percentage change in a stock's closing price over the last 5 trading days. This change reflects the collective buying and selling sentiment over the 1-week period.

A strong weekly price increase for the stock, especially when accompanied by increased volume, is an indication of it gaining momentum.

4-Week Price Change: This is the percentage change in a stock's closing price over the last 20 trading days or past 4 weeks. This is a medium-term price change metric and an indication of the stock gaining momentum.

12-Week Price Change: This is the percentage change of a stock's closing price over the last 60 trading days or past 12 weeks. Similar to 4-week price change, this is a medium-term price change metric. It shows whether a stock has been enjoying strong investor demand, or if it has been in consolidation, or distress over this period.

52-Week Price Change: This is the percentage change in a stock's closing price over the last 260 trading days or past 52 weeks. This long-term price change metric is a good reference point for investors. Some investors seek stocks with the best percentage price change over the last 52 weeks, expecting the momentum to continue.

Market Cap: The number of outstanding common shares of a company times its latest price per share. This figure represents a company's size, which indicates various characteristics, including price stability and risk, in which investors could be interested.

Year-To-Date Price Change: Change in a stock's daily closing price in the period of time beginning the first day of the current calendar year through to the previous trading day.

of Analysts: Number of EPS estimates used in calculating the current-quarter consensus. These estimates come from the brokerage analysts tracking this stock. However, the number of such analysts tracking this stock may not match the number of estimates, as all brokerage analysts may not come up with an estimate or provide it to us.

Beta: A measure of risk commonly used to compare the volatility of a stock to the overall market. The S&P 500 Index is the base for calculating beta and carries a value of 1. A stock with beta below 1 is less risky than the market as a whole. And a stock with beta above 1 is riskier.

Dividend: The portion of earnings a company is expected to distribute to its common shareholders in the next 12 months for each share they own. Dividends are usually paid quarterly. Dividend payments reflect positively on a company and help maintain investors' trust. Investors typically find dividend-paying stocks appealing because the dividend adds to any market price appreciation to result in higher return on investment (ROI). Moreover, a steady or increasing dividend payment provides investors a cushion in a down market.

Dividend Yield: The ratio of a company's annual dividend to its share price. The annual dividend used in the ratio is calculated based on the most recent dividend paid by the company. Dividend yield is an estimate of the dividend-only return from a stock in the next 12 months. Since dividend itself doesn't change frequently, dividend yield usually changes with a stock's price movement. As a result, often an unusually high dividend yield is a result of weak stock price.

S&P 500 Index: The Standard & Poor's 500 (S&P 500) Index is an unmanaged group of securities considered to be representative of the stock market in general. It is a market-capitalization-weighted index of stocks of the 500 largest U.S. companies. Each stock's weight in the index is

proportionate to its market value.

Industry: One of the 250+ groups that Zacks classifies all stocks into based on the nature of business. These groups are termed as expanded (aka "X") industries and map to their respective (economic) sectors; Zacks has 16 sectors.

Zacks Industry Rank: The Zacks Industry Rank is determined by calculating the average Zacks Rank for all stocks in the industry and then assigning an ordinal rank to it. For example, an industry with an average Zacks Rank of 1.6 is better than an industry with an average Zacks Rank of 2.3. So, the industry with the better average Zacks Rank would get a better Zacks Industry Rank. If an industry has the best average Zacks Rank, it would be considered the top industry (1 out of 250+), which would place it at the top 1% of Zacks-ranked industries. Studies have shown that roughly half of a stock's price movement can be attributed to the industry group it belongs to. In fact, the top 50% of Zacks-ranked industries outperforms the bottom 50% by a factor of more than 2 to 1.

Last EPS Surprise: The percentage deviation of a company's last reported earnings per share from the Zacks Consensus Estimate. Companies with a positive earnings surprise are more likely to surprise again in the future (or miss again if they recently missed).

Last Sales Surprise: The percentage deviation of a company's last reported sales from the Zacks Consensus Estimate.

Expected Report Date: This is an estimated date of a company's next earnings release. The information originated or gathered by Zacks Investment Research from its information providers or publicly available sources is the basis of this estimate.

Earnings ESP: The Zacks Earnings ESP compares the Most Accurate Estimate to the Zacks Consensus Estimate for the yet-to-be reported quarter. The Most Accurate Estimate is the most recent version of the Zacks Consensus EPS Estimate. The idea here is that analysts revising their estimates closer to an earnings release have the latest information, which could potentially be more accurate than what they and others contributing to the consensus had predicted earlier. Thus, a positive or negative Earnings ESP reading theoretically indicates the likely deviation of the actual earnings from the consensus estimate. However, the model's predictive power is significant for positive ESP readings only. A positive Earnings ESP is a strong predictor of an earnings beat, particularly when combined with a Zacks Rank #1 (Strong Buy), #2 (Buy) or #3 (Hold). Our research shows that stocks with this combination produce a positive surprise nearly 70% of the time.

Periods:

TTM: Trailing 12 months. Using TTM figures is an effective way of analyzing the most-recent financial data in an annualized format that helps neutralize the effects of seasonality and other quarter-to-quarter variation.

F1: Current fiscal year. This period is used to analyze the estimates for the ongoing full fiscal year.

F2: Next fiscal year. This period is used to analyze the estimates for the next full fiscal year.

F12M: Forward 12 months. Using F12M figures is an effective way of analyzing the near-term (the following four unreported quarters) estimates in an annualized manner. Instead of typically representing estimates for the full fiscal year, which may not represent the nitty-gritty of each quarter, F12M figures suggest an all-inclusive annualized estimate for the following four quarters. The annualization helps neutralize the potential effects of seasonality and other quarter-to-quarter variations.

P/E Ratio: The price-to-earnings ratio measures a company's current market price per share relative to its earnings per share (EPS). Usually, the trailing-12-month (TTM) EPS, current-fiscal-year (F1) EPS estimate, or forward-12-month (F12M) EPS estimate is used as the denominator. In essence, this ratio shows what the market is willing to pay today for each dollar of EPS. In other words, this ratio gives a sense of what the relative value of the company is at the already reported level of earnings or at a future level of earnings.

It is one of the most widely-used multiples for determining the value of a company and helps comparing its valuation with that of a competitor, the industry group or a benchmark.

PEG Ratio: The price/earnings to growth ratio is a stock's P/E ratio using current fiscal year (F1) EPS estimate divided by its expected EPS growth rate over the coming 3 to 5 years. This ratio essentially determines a stock's value by factoring in the company's expected earnings growth and is thus believed to provide a more complete picture than just the P/E ratio, particularly for faster-growing companies.

P/S Ratio: The price-to-sales ratio is calculated as a company's current price per share divided by trailing 12 months (TTM) sales or revenues per share. This ratio shows what the market is willing to pay today for each dollar of TTM sales per share. The P/S ratio is at times the only valuation metric when the company has yet to become profitable.

Cash/Price Ratio: The cash-to-price ratio or Cash Yield is calculated as cash and marketable securities per share divided by the company's current share price. Like the earnings yield, which shows the anticipated yield (or return) on a stock from earnings for each dollar invested, the cash yield does the same, with cash being the source of return instead of earnings. For example, a cash/price ratio of 0.08 suggests a return of 8% or 8 cents for every \$1 investment.

EV/EBITDA Ratio: The EV/EBITDA ratio, also known as Enterprise Multiple, is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by EBITDA (earnings before interest, taxes, depreciation and amortization). Usually, trailing-12-month (TTM) or forward-12-month (F12M) EBITDA is used as the denominator.

EV/Sales Ratio: The enterprise value-to-sales ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by annual sales. It is an expansion of the P/S valuation, which uses market value instead of enterprise value. The EV/Sales ratio is perceived as more accurate than P/S, in part, because the market capitalization does not take a company's debt into account when valuing it.

EV/CF Ratio: The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-

term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

The EV/CF ratio is perceived as more accurate than the P/CF ratio, in part, because the market price does not take a company's debt into account when valuing it.

EV/FCF Ratio: The enterprise value-to-free cash flow metric compares a company's enterprise value to its trailing-12-month (TTM) free cash flow (FCF). This metric is very similar to the EV/CF ratio, but is considered a more exact measure owing to the fact that it uses free cash flow, which subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding growth activities and payments to shareholders.

P/EBITDA Ratio: The P/EBITDA ratio is calculated as a company's per share market value divided by EBITDA (earnings before interest, taxes, depreciation, and amortization). This metric is very similar to the EV/EBITDA ratio, but is considered a little less exact measure as it uses market price, which does not take a company's debt into account. However, since EBITDA is often considered a proxy for cash income, the metric is used as a measure of what the market is willing to pay today for each dollar of the company's cash profitability in the trailing 12 months (TTM) or forward 12 months (F12M).

P/B Ratio: The price-to-book ratio is calculated as a company's current price per share divided by its book value (total assets – liabilities – preferred stocks) per share. In short, the book value is how much a company is worth. In other words, it reflects the total value of a company's assets that its common shareholders would receive if it were to be liquidated. So, the P/B ratio indicates whether you're paying higher or lower than what would remain if the company went bankrupt immediately. Investors typically use this metric to determine how a company's stock price stacks up to its intrinsic value.

P/TB Ratio: The price-to-tangible-book value ratio is calculated as the per share market value of a company divided by the value of its tangible assets (total assets – liabilities – preferred stocks – intangible assets) per share. Tangible book value is the same thing as book value except it excludes the value of intangible assets to get a step closer to the baseline value of the company.

P/CF Ratio: The price-to-cash flow ratio measures a company's per share market price relative to its trailing-12-month (TTM) operating cash flow per share. This metric is used to determine whether a company is undervalued or overvalued relative to another stock, industry or sector. And like the P/E ratio, a lower number is typically considered better from the value perspective.

One of the reasons why P/CF ratio is often preferred over P/E ratio is the fact that operating cash flow adds back non-cash expenses such as depreciation and amortization to net income. This feature helps valuing stocks that have positive cash flow but are not profitable because of large noncash charges.

P/FCF Ratio: The price-to-free cash flow ratio is an extension of P/CF ratio, which uses trailing-12-month (TTM) free cash flow per share instead of operating cash flow per share. This metric is considered a more exact measure than P/CF ratio, as free cash flow subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding activities that generate additional revenues.

Earnings Yield: The earnings yield is calculated as current fiscal year (F1) EPS estimate divided by the company's current share price. The ratio, which is the inverse of the P/E ratio, measures the anticipated yield (or return) from earnings for each dollar invested in a stock today.

For example, earnings yield for a stock, which is trading at \$35 and expected to earn \$3 per share in the current fiscal year (F1), would be 0.0857 ($3/35 = 0.0857$) or 8.57%. In other words, for \$1 invested in the stock today, the yield from earnings is anticipated to be 8.57 cents.

Investors most commonly compare the earnings yield of a stock to that of a broad market index (such as the S&P 500) and prevailing interest rates, such as the current 10-year Treasury yield. Since bonds and stocks compete for investors' dollars, stock investors typically demand a higher yield for the extra risk they assume compared to investors of U.S. Treasury-backed securities that offer virtually risk-free returns. This additional return is referred to as the risk premium.

Debt/Equity Ratio: The debt-to-equity ratio is calculated as a company's total liabilities divided by its shareholder equity. This metric is used to gauge a company's financial leverage. In other words, it is a measure of the degree to which a company is financing its operations through debt versus its own funds. The higher the ratio, the higher the risk for shareholders.

However, this ratio is difficult to compare across industry groups where ideal amounts of debt vary. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-equity ratio should be compared with other companies in the same industry.

Cash Flow (\$/share): Cash flow per share is calculated as operating cash flow (after-tax earnings + depreciation + other non-cash charges) divided by common shares outstanding. It is used by many investors as a measure of a company's financial strength. Since cash flow per share takes into consideration a company's ability to generate cash by adding back non-cash expenses, it is regarded by some as a more accurate measure of a company's financial situation than earnings per share, which could be artificially deflated.

Current Ratio: The current ratio or liquidity ratio is a company's current assets divided by its current liabilities. It measures a company's ability to pay short-term obligations. A current ratio that is in line with the industry average or slightly higher is generally considered acceptable. A current ratio that is lower than the industry average would indicate a higher risk of distress or default. A higher number is usually better. However, a very high current ratio compared to the industry average could be an indication of inefficient use of assets by management.

Debt/Capital Ratio: Debt-to-capital ratio is a company's total debt (interest-bearing debt + both short- and long-term liabilities) divided its total capital (interest-bearing debt + shareholders' equity). It is a measure of a company's financial leverage. All else being equal, the higher the debt-to-capital ratio, the riskier the stock.

However, this ratio can vary widely from industry to industry, the ideal amount of required debt being different. Some businesses are more capital

intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-capital ratio should be compared with the same for its industry.

Net Margin: Net margin is calculated as net income divided by sales. It shows how much of each dollar in sales generated by a company translates into profit. For example, if a company's net margin is 15%, its net income is 15 cents for every \$1 of sales it makes.

A change in margin can reflect either a change in business conditions, or a company's cost controls, or both. If a company's expenses are growing faster than sales, its net margin will decline. However, different net margin rates are considered good for different industries, so it's better to compare net margin rates of companies in the same industry group.

Return on Equity: Return on equity (ROE) is calculated as trailing-12-month net income divided by trailing-12-month average shareholder equity (including reinvested earnings). This metric is considered a measure of how effectively management is using a company's assets to generate profits. For example, if a company's ROE is 10%, it creates 10 cents profits for every \$1 shareholder equity, which is basically the company's assets minus debt. A company's ROE deemed good or bad depends on what's normal for its peers or industry group.

Sales/Assets Ratio: The sales-to-assets ratio or asset utilization ratio or asset turnover ratio is calculated as a company's annual sales divided by average assets (average of assets at the beginning of the year and at the year's end). This metric helps investors understand how effectively a company is using its assets to generate sales. For example, a sales-to-assets ratio of 2.5 indicates that the company generated \$2.50 in sales for every \$1 of assets on its books.

The higher the sales-to-assets ratio, the better the company is performing. However, similar to many other ratios, the asset turnover ratio tends to be higher for companies in certain industries/sectors than in others. So, a company's sales-to-assets ratio should be compared with the same for its industry/sector.

Historical EPS Growth (3-5 Years): This is the average annual (trailing-12-month) EPS growth rate over the last 3-5 years. This metric helps investors see how a company's EPS has grown from a long-term perspective.

Note: There are many factors that can influence short-term numbers — a recession will reduce this number, while a recovery will inflate it. The longterm perspective helps smooth out short-term events.

Projected EPS Growth (F1/F0): This is the estimated EPS growth rate for the current financial year. It is calculated as the consensus estimate for the current fiscal year (F1) divided by the reported EPS for the last completed fiscal year (F0).

Current Cash Flow Growth: It measures the latest year-over-year change in operating cash flow. Cash flow growth tells an investor how quickly a company is generating inflows of cash from operations. A positive change in the cash flow is desired and shows that more 'cash' is coming in than going out.

Historical Cash Flow Growth (3-5 Years): This is the annualized change in cash flow over the last 3-5 years. The change in a longer period helps put the current reading into proper perspective. By looking at the rate, rather than the actual dollar value, the comparison across the industry and peers becomes easier.

Projected Sales Growth (F1/F0): This metric looks at the estimated sales growth for the current year. It is calculated as sales estimate for the current fiscal year (F1) divided by the reported sales for the last completed fiscal year (F0).

Like EPS growth, a higher rate is better for sales growth. A look at a company's projected sales growth instantly tells you what the outlook is for their products and services. However, different sales growth rates are considered good for different industries, so it's better to compare sales growth rates of companies in the same industry group.

EPS F1 Estimate 1-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past week. The change in a company's consensus EPS estimate (or earnings estimate revision) has proven to be strongly correlated with the near-term price movement of its shares. It is an integral part of the Zacks Rank.

If a stock's consensus EPS estimate is \$1.10 now versus \$1.00 a week ago, that will be reflected as a 10% upward revision. If, on the other hand, it went from \$1.00 to 90 cents, that would be a 10% downward revision.

EPS F1 Estimate 4-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past four weeks.

A stock's earnings estimate revision in a 1-week period is important. But it's more meaningful to look at the longer-term revision. And, of course, the 4-week change helps put the 1-week change into proper perspective.

EPS F1 Estimate 12-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past 12 weeks.

This metric essentially shows how the consensus EPS estimate has changed over a period longer than 1 week or 4 weeks.

EPS Q1 Estimate Monthly Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal quarter over the past four weeks.

While the revision in consensus EPS estimate for the current fiscal year is strongly correlated with the near-term price movement of its shares, the estimate revision for the current fiscal quarter is an important metric as well, especially over the short term, and particularly as a stock approaches its earnings date. If a stock's Q1 EPS estimate decreases ahead of its earnings release, it's usually a negative sign, whereas an increase is a positive sign.